



IRAQI LIGHT ARMORED VEHICLES

PRE-PROPOSAL CONFERENCE

APRIL 19, 2006

ACQUISITION STRATEGY
PROPOSAL SUBMISSION PROCEDURES
REQUIREMENTS - CONTRACT LINE ITEMS

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UNCLASSIFIED
Warfighters



ACQUISITION STRATEGY

- Full & Open Competition using source selection, trade-off procedures
- One contract award
- Indefinite Delivery/Indefinite Quantity contract
- Firm Fixed Price
- Two ordering periods, each period separately priced
 - First Ordering Period is the date of the award through 365 days from the date of the award
 - Second Ordering Period is 366 days from the date of the award through 731 days from the date of award
- Inspection/Acceptance/FOB Point is at origin
- Shakedown Test
- The Customer needs the ILAV's NOW – Delivery is the primary consideration in the acquisition



ILAV Schedule

Synopsis: Post Draft Spec & Executive Summary	7-Apr
Release RFP	14-Apr
Pre-Proposal Conference	19-Apr
Financial Capability and Facility Information Due	21-Apr
Technical Proposal Due	28-Apr
Remainder of Proposal Due	5-May
Request FPRs	22-May
Receive FPRs	25-May
Award	NLT 31 May



REQUIREMENTS -CONTRACT LINE ITEMS

Contractor Name:		Vehicle Offered:		
Order Period	Item	Unit Price	Qty	Total Price
CLIN 0011AA (P1)	ILAV Vehicle - Shakedown Test Support	NA	1 Lot	
CLIN 0011AB (P1)	ILAV Vehicle (Min Qty)		95	\$0
CLIN 0011AC (P1)	ILAV Vehicle (Remaining P1 Est Qty)		283	\$0
CLIN 0012AA (P2)	ILAV Vehicle (P2 Est Qty)		378	\$0
Incl Above Vehs	Manuals Translation = \$xxxxx	\$ xx per Veh Qty (xxx)		\$0
Incl Above Vehs	Set Up/NR Tooling = \$xxxxx	\$ xx per Veh Qty (xxx)		\$0
CLIN 0071AA	Contractor Logistics Support (CLS) - Maintenance - 2 Years		1 Lot	
CLIN 0081AA	Contractor Logistics Support (CLS) - Training - 2 Years		1 Lot	
Incl in CLS	CD-ROM Engl & Arabic Optr Manuals		6	\$0
Incl in CLS	Complete Set - Manuals & Supplements IAW Section C (CLS) - English		6	\$0
Incl in CLS	CD-ROM Complete Set - Manuals & Supplements IAW Section C (CLS) - English		6	\$0
Incl in CLS	Complete Set - Manuals & Supplements IAW Section C (CLS) - Arabic		6	\$0
Incl in CLS	CD-ROM Complete Set - Manuals & Supplements IAW Section C (CLS) - Arabic		6	\$0
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Total Proposed Price - Contractor =				\$



TECHNICAL REQUIREMENTS

- 2 Crew plus 8 Squad Members
- All Wheel Drive
- Armor protection against 7.62MM AP and 5.56MM AP*
- Survivable against Medium Mine under any wheel *
- Ring Mount for PKM 7.62 Machine Gun
- Air Conditioning and cooling for operation in 130 Deg F ambient
- Run Flat Tires
- Diesel Engine
- Automatic Transmission
- Rear Access/Egress Door
- 36 inch Fording

* Controlled
Unclassified
Information



OBJECTIVE PERFORMANCE CAPABILITIES

- Objective Performance Capabilities (In order of preference/User coordinated):
 - Survivability
 - Acceleration
 - Ground Clearance
 - Vertical Obstacle
 - Road Speed
 - Range
 - Side doors/hatches in addition to rear doors



LOGISTICS REQUIREMENTS

- **CLS Approach - separately priced**

- A 300' X 120' canvass "clamshell" with concrete floor will be provided at a location in Iraq in vicinity of Baghdad

- ❖ Translators & Utilities will be provided in Iraq

- Ktr to provide services/equipment/spare parts to perform ALL routine/non-routine maintenance

- Maintenance based on OPTEMPO of 36,000 MI /Year

- Accidental and Combat Damage excluded; will be covered by supplemental agreement

- Services begin at initial fielding and end 24 months later

- CLS effort transitions in 2nd year to ISF performance

- Contractor abandons all maintenance tools & equipment in place for the IAF to use

- Based on actual usage data, additional spares may be purchased by supplemental agreement

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LOGISTICS REQUIREMENTS

Continued

- **Training Approach - separately priced**
 - Operator Training for 100 students in 10 increments during initial 12 months
 - Maintenance Training for 5 increments of 10 students during initial 12 months
- **Manual Approach - separately priced**
 - Standard Commercial Operator's Manual w/each vehicle (in Arabic and English)
 - 6 sets of Standard Commercial Maintenance Manuals (in Arabic and English)



SOURCE SELECTION PROCESS

- Source Selection Authority
 - The Source Selection Authority (SSA) is the official designated to direct the source selection process and select the Offeror for contract award.
- Source Selection Evaluation Board (SSEB)
 - An SSEB has been established by the Government to evaluate proposals in response to this solicitation.
 - The SSEB is comprised of technically qualified individuals who have been selected to conduct this evaluation in accordance with the evaluation criteria listed for this solicitation.
 - Careful, full, and impartial consideration will be given to all proposals received pursuant to this solicitation.

ACOM

The Soldier and Ground Systems
Life Cycle Management Command

Phase I

Acceptable/Not Acceptable

Phase II

Best Value

Only technically
acceptable offerors compete in Phase II

FACTORS:

Technical Area*

Delivery within
18 months

SUBFACTORS:

None

*No additional
credit for exceeding
Phase I technical
requirements

Delivery

>>

Objective
Performance
Capabilities

>

Price

>>

Small
Business

Survivability

>>

Acceleration

>

Ground Clearance

>

Vertical Obstacle

>

Road Speed

>

Range

>

Side Door/Hatches

Delivery

+

OPC

+

SB

>>>

Price

Legend:

> Somewhat More important

>> More Important

>>> Significantly More Important

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BASIS OF AWARD

- A single contract award is anticipated to that source whose proposal represents an acceptable technical approach and otherwise provides, in the Government's judgment, the most advantageous and realistic proposal considering both non-price and price factors
- Accelerated delivery of the ILAV is of paramount importance
- The initial quantity of 378 ILAVs must be delivered no later than 18 months after contract award
- We desire the low-risk solution, which is something that already exists as opposed to something that needs to be developed



Proposal Submission Requirements

- Manufacturing facility information (see L.3.2.2) and financial capability information (See L.3.4.1) is due by close of business on April 21, 2006 – Must be submitted electronically to ILAV@TACOM.Army.Mil
- Technical factor proposal is due by close of business on April 28, 2006 – Must be submitted electronically to ILAV@TACOM.Army.Mil, except for Controlled, Unclassified Information, which must be submitted (See L.2.9.3)

Controlled Unclassified Information

- Offerors are advised that certain parts of the Vehicle Threat Protection are considered Controlled Unclassified Information (See L.2.9)
 - In order to obtain this information, the Government **must first confirm that the offeror is a valid company** capable of producing ILAV's
 - The offeror must submit its CAGE code and a facsimile (fax) number to the dedicated ILAV mailbox at ILAV@tacom.army.mil
 - If the offeror has a valid cage code, the PCO will fax (not e-mail) the location of the secure web site and password necessary to obtain the information
 - Offerors **are required** to submit their Vehicle Threat Protection information requested in Paragraph 18 of the Technical Information Questionnaire, Attachment 2, in both electronic (e.g. CD-ROM) and hard copy using the U.S. Postal System or a courier service



GOVERNMENT RECEIPT OF OFFERS AND LATE PROPOSALS

- Complete offers must be submitted electronically, except for Controlled Unclassified Information (See L.2.9.3)
 - Any changes to previous submissions in the financial capability and/or facility information or the technical factor information must be annotated to facilitate review
 - Must be submitted to Offers@TACOM.Army.Mil (See L.2.4.1)
 - Do not send to ILAV@TACOM.Army.Mil or to the PCO

CAUTION – E-mail is not instantaneous

- Offers received after the designated time for solicitation closure (currently, May 5, 2006) will not be evaluated – Late is late!



REJECTION OF OFFERORS

- **Offerors must carefully read, understand and provide all of the information requested in the Proposal Preparation Instructions contained in Section L.**
 - If there are parts of the Section L instruction you do not understand, request clarification from the Contracting Officer.
- **The circumstances that may lead to the rejection of a proposal are:**
 - **The proposal fails to meaningfully respond to the Proposal Preparation Instructions specified in Section L of this solicitation. Examples of failure to meaningfully respond include:**
 - **when a proposal merely offers to perform work according to the RFP terms or fails to present more than a statement indicating its capability to comply with the RFP terms and does not provide support and elaboration as specified in Section L of this solicitation.**
 - **a proposal fails to provide any of the data and information required in Section L.**
 - **a proposal provides some data but omits significant material data and information required by Section L.**
 - **a proposal merely repeats the contract Scope of Work without elaboration.**



REJECTION OF OFFERORS

Continued

- **Additional circumstances that may lead to the rejection of a proposal are:**
 - **Reflects an inherent lack of technical competence or a failure to comprehend the complexity and risks required to perform the RFP's requirements due to submission of a proposal which is unrealistically high or low in cost and/or price and/or unrealistic in terms of technical or schedule commitments**
 - **Contains any unexplained significant inconsistency between the proposed effort and cost and/or price, which implies the offeror has (1) an inherent misunderstanding of the scope of work, or (2) an inability to perform the resultant contract.**
 - **Is unbalanced as to cost or price.**
 - **An unbalanced offer is one which is based on costs or prices significantly high or low for one given period versus another period.**
 - **There must be a direct relationship between the effort expended and its cost or price for each basic and option year.**
 - **Is unaffordable.**
 - **Offers a product or service that does not meet all stated material requirements of the solicitation.**



DISCUSSIONS

- The Government intends to evaluate proposals and award Contracts without discussion.
 - We will have only limited ability to conduct exchanges with you to resolve ambiguities and inconsistencies.
 - You must fully comply with the Proposal Preparation Instructions
 - If you don't understand what's requested, ASK THE PCO!
- However, the Government does reserve the right to conduct discussions, if determined necessary.